

Message Text

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ACTION EUR-12

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R 221344Z MAY 75

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 2819

C O N F I D E N T I A L BUCHAREST 2246

E.O. 11652: GDS

TAGS: ETRD, EAIR, RO

SUBJ: ROMANIAN PURCHASE OF BOEING 707'S

REF: BUCH 2131

1. (TREAT FOLLOWING AS BOEING PROPRIETARY INFORMATION). BOEING PRESIDENT TEX BOUILLIOUN AND OTHER BOEING REPS MET MAY 21 WITH FOREIGN TRADE MINISTER ION PATAN, MINISTER-STATE SECRETARY NICOLAE NICOLAE, AND ROMANIAN AVIATION OFFICIALS. ROMANIANS EXPRESSED SERIOUS INTEREST IN BUYING THREE NEW BOEING 707'S IN ADDITION TO USED AIRCRAFT WHICH THEY ARE SEEKING FROM OTHER SOURCES. PURCHASE OF NEW AIRCRAFT WOULD BE CONTINGENT ON GRANTING OF MFN.

2. ONCE ROMANIANS SIGN LETTER OF INTENT, WHICH BOEING EXPECTS

IN NEXT FEW DAYS, BOEING HAS EXPRESSED WILLINGNESS TO SEEK CONGRESSIONAL SUPPORT FOR TRADE AGREEMENT APPROVAL. MFN SEEN AS NECESSARY BY BOTH BOEING AND ROMANIANS BECAUSE EXIM-BANK FINANCING WOULD BE REQUIRED (TOTAL VALUE OF PURCHASE ABOUT \$60 MILLION) AND HIGH NON-MFN IMPORT DUTIES WOULD MAKE

ROMANIAN MANUFACTURE OF AIRCRAFT COMPONENTS FOR BOEING, PART OF COOPERATION PACKAGE, ECONOMICALLY UNFEASIBLE. CONTRACT TO BE SIGNED BY JUNE 30, WHEN CURRENT BOEING PROPOSAL
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EXPIRES.

3. IF CONTRACT SIGNED, AIRCRAFT WOULD BE DELIVERED DECEMBER 76,

JANUARY 77, AND JULY 77. FIRST WOULD BE VIP AIRCRAFT FOR
CEAUSESCU, REPLACING CURRENT PRESIDENTIAL AIRCRAFT, WHICH WOULD
BE CONVERTED TO PASSENGER/CARGO MODE. (CEAUSESCU NOT SATISFIED
WITH INTERIOR FURNISHINGS, FACILITIES, AND AIR CIRCULATION
SYSTEM OF PRESENT VIP AIRCRAFT). BOEING TO MAKE SOME MODIFI-
CATIONS ON CURRENT VIP AIRCRAFT FOR USE UNTIL NEW VIP PLANE
DELIVERED. FINAL TWO 707'S WOULD BE PASSENGER/CARGO CONVERTIBLE.

4. IN EXPLAINING NEED FOR ADDITIONAL 707'S, ROMANIANS SPOKE OF
CONTRACTS FOR CARGO DELIVERIES TO IRAN, MIDDLE EAST, AND LIBYA
(MEAT, FRUIT AND VEGETABLES); HOPED-FOR INCREASE IN US CHARTER
FLIGHTS; AND, FOR FIRST TIME, OPENLY STATED THEY FELT AIRCRAFT
PURCHASE WOULD HAVE FAVORABLE EFFECT ON CONGRESSIONAL
CONSIDERATION OF TRADE AGREEMENT.

5. BOEING REPS STILL HARBOR SOME SCEPTICISM REGARDING
ROMANIAN INTENTIONS BUT HAVE DECIDED HIGH-LEVEL ROMANIAN
INTEREST JUSTIFIES GOING AHEAD. WASHINGTON REP AL STOFFEL
WILL KEEP IN TOUCH WITH DEPARTMENT.
VIETS

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